Beginning How To Do Business with GSA – HHG TSPs



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Household Goods Tender of Service (HTOS)

- One combined document for domestic & international program
- Identifies program requirements
- Rights & Responsibilities of:
 - Government agency ordering the shipment
 - Federal employee relocating
 - Transportation Service Provider
 - GSA

HTOS Requirements

 The HTOS details the specific requirements governing shipments of household goods, personal effects, and privately owned vehicles (POVs) for government agency personnel. This includes everything from the pre-move survey, accessorial services, packing/unpacking, loading/unloading, documentation, and much more

GSA's Request for Offers

- The written document that identifies program requirements and procedures which TSPs must meet to provide services to Federal agencies
- Distributed July-August each calendar year on: <u>WWW.GSA.GOV/Transportation</u>
- Rates effective November 1 October 31 (of the following year)

Rate Filing Window

- Main Rate Filing Period:
 - **+** Effective Dates:

November 1 - October 31

Supplemental Window

February 14 – March 29, 2006

*Effective May 1, 2006 - October 31, 2006

TSPs may submit new rates during supplemental window. Duplicate rates submitted during supplemental window will override currently submitted rates filed for November.

*General Rate Increase of 2% will be added to domestic base line rate tables, effective May 1, 2006.

RFO Highlights

- Cover Letter:
 - Lists new items of importance
 - Reminders pertinent to rate filing
- Section 1:
 - Accepted/Effective Dates of Rates
 - Documentation Requirements
 - Trading Partner Agreement (TPA)
 - Insurance Certificates
 - Performance Bonds (Int'l only)
 - ★ Must be submitted before the last day of the rate filing window!!
 - ★ Continuation certificates of current bonds are acceptable



- Section 2: Rate Services
 - Filing Possibilities
 - General: Rates that apply to all Federal agencies
 - Alternating Agency Specific: Rates that apply to a specific Federal agency and may alternate with a general rate offering
 - Non-Alternating Agency Specific: Rates that apply to a specific Federal agency and will not alternate with a general rate offering
 - Move Management Services
 - Domestic Rates and Charges
 - International Rates and Charges
 - Released Valuation
 - \$5 times net weight of shipment (domestic & int'l)

Section 3:

- Special Agency Provisions
 - VA (Domestic)
 - Released Valuation \$6.50 (max. \$117,000.)
 - Weight Variance of 110% (in lieu of 115% for general rates)
 - Rate Basis: TSPs must have the ability to self-pack, load, and haul 85 percent or greater of interstate and intrastate shipments.
 - VA (Int'l)
 - Released Valuation \$8.50 (max. \$153,000)
 - Weight Variance of 110% (in lieu of 115% for general rates)

- State Dept. (Domestic)
 - Released Valuation \$6.50
- Domestic rates must incorporate the following accessorial services:
 - ATC Charges
 - All long carry charges at origin
 - All long carry charges at destination
 - All stair carries
 - One-time elevator charge
 - All charges associated with heavy or bulky items, to include piano/organ
 - All charges for shuttle service
 - Crating and uncrating charges up to \$250 (any amount above this must be approved by DOS)
 - All uncrating
 - Extra labor and all charges associated with Mini-storage

- State Dept. (Int'l)
 - Released Valuation \$8.50
 - Shipment Tracking: All participants must have a secure internet web site where travelers can track the status of their personal effects. Access must be password controlled and available only to the traveler and/or it's agency
 - Shipment Reporting
 - Document Security
 - Staffing Requirements
 - Transit Times
- Reminder: No Packed By Owner (PBOs) or "contents unknown"

Services that DOS will not authorize:

- Additional land transportation charges for shipments picked up or delivered from or to storage-in-transit
- UAB surcharges
- Port congestion surcharges, and/or war risk surcharges (also known as security surcharges) for areas not affected by war

Services that DOS may authorize, at the discretion of the agency:

- War and security surcharges for areas affected by war, at the discretion of the agency
- Bunker fuel surcharges. Charges must be separately stated on the GBL/CBL and supported by prorated paid ocean TSP invoices of the actual amount

All liftvans must be of new wood and in compliance with the ISPM#15 Standard

RFO Highlights Sections 4-8

- Sect. 4 TSP Evaluation Criteria

 (i.e. Value Index & Customer Satisfaction Index scores Brian)
- Sect. 5 Rate Filing Codes
- Sect. 6 Rate Filing Instructions / Format Requirements
- Sect. 7 Traffic Volume
- Sect. 8 Dept. of State Int'l Agent Listing

General Rate Adjustment

 Effective May 1, 2006, a 2% general rate increase will be added to domestic rates/charges (contained in 415-G) for packing, accessorial services, linehaul, storage, & water charges to/from Alaska



Separate Billings

 TSPs must bill the Federal agency separately for each element of a household goods shipment

Elements:

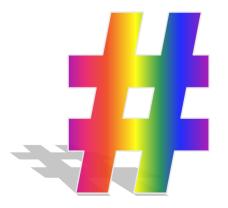
- Household Goods
- Unaccompanied Air Baggage
- Vehicle

Industrial Funding Fee – IFF

- Due 60 days after the end of each quarter
- Effective 11/1/05:
 - GSA's IFF is only assessed against the household goods element of the net transportation charge (excluding SIT).
 - Domestic = 2.50% net charges (line-haul, packing, accessorial, fuel surcharge, etc.)
 - Int'I = 1.50% net charges

DUNS Number

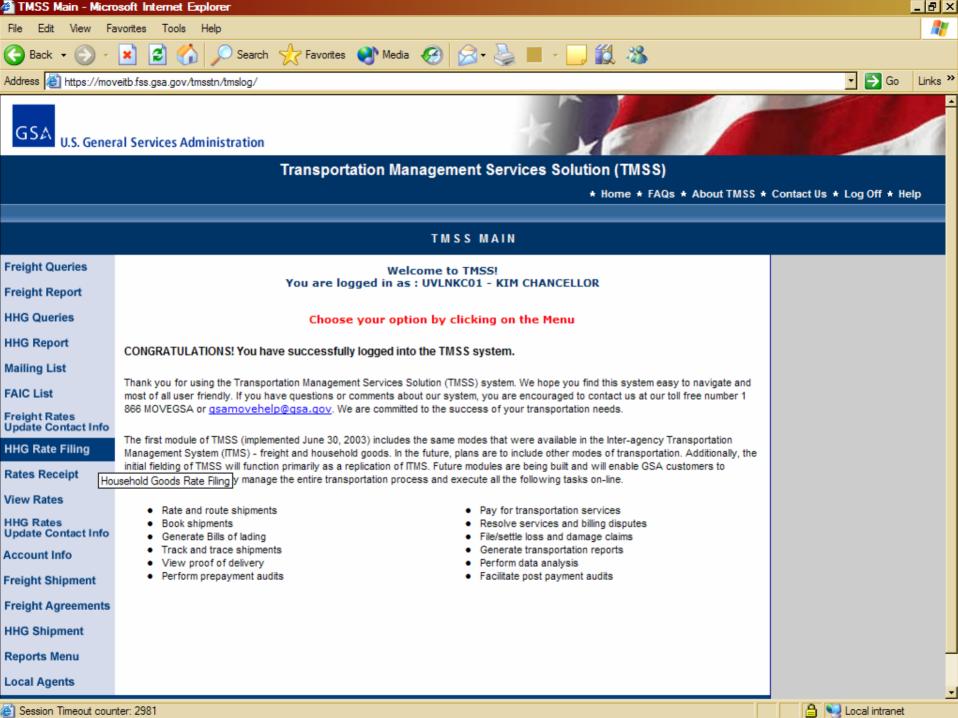
- TSPs to provide a DUNS number under CHAMP (header record of rate filing)
- Notification in 2006-2007 Request for Offers
- Effective November 1, 2006
- To Obtain DUNS No:
 - -1-866-705-5711
 - www.dnb.com

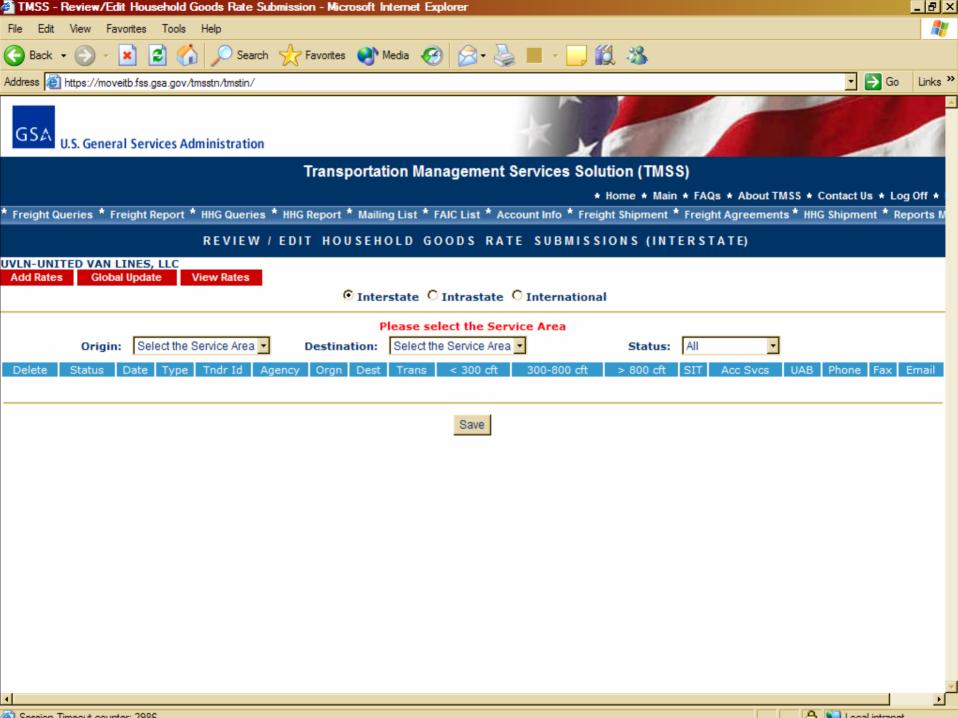


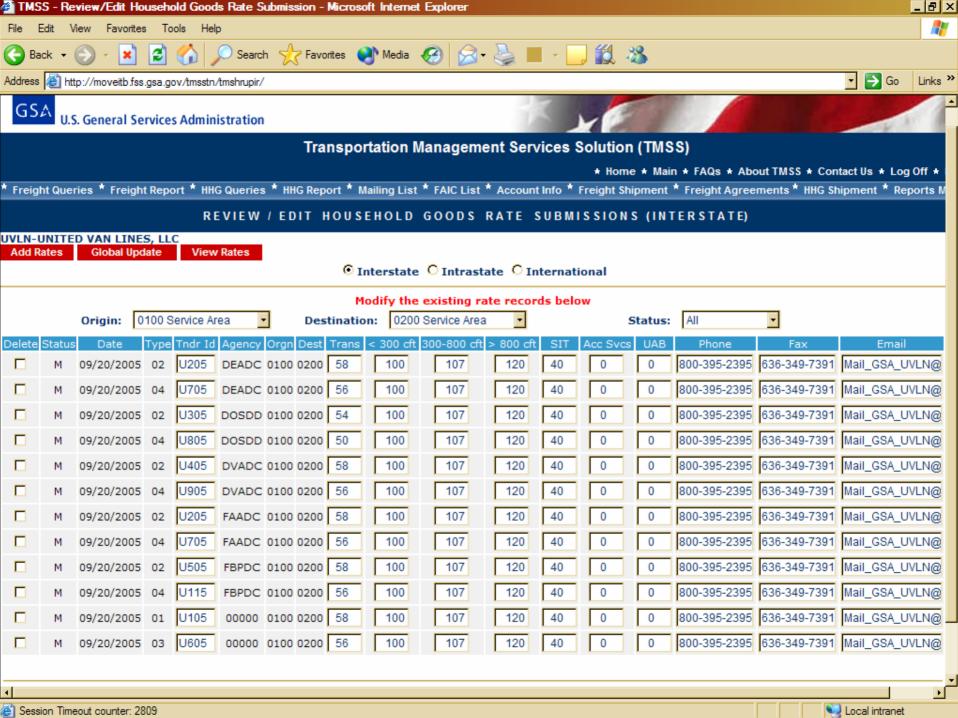
Rate Filing Via TMSS

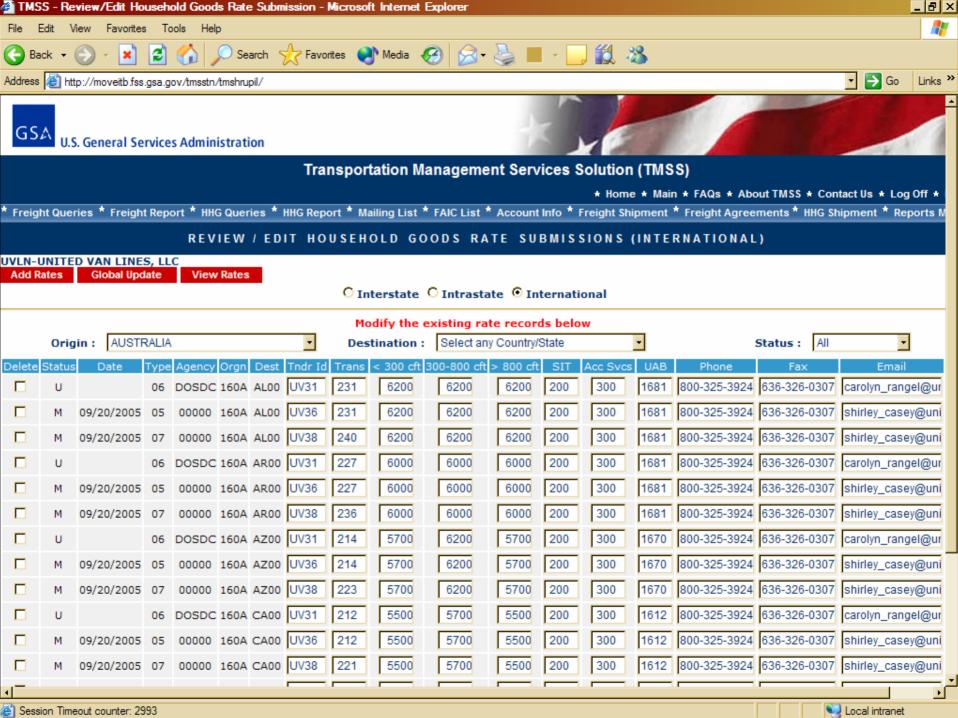
Options for Rate Filing

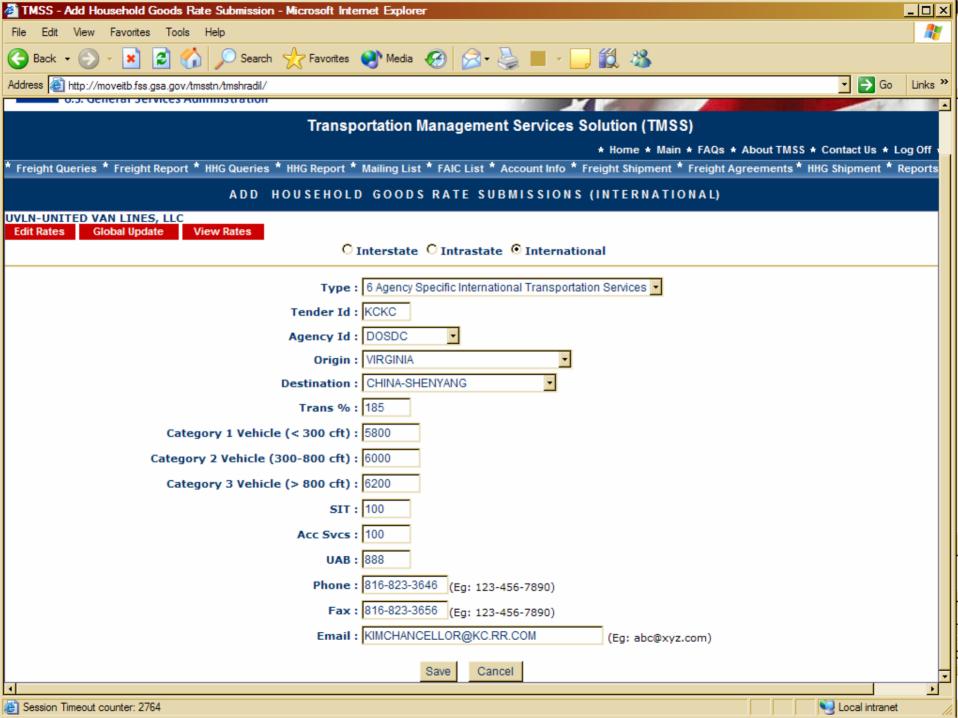
- Option 1 using a Rate Filing Service Provider
- Option 2 creating own rate file & submitting it via FTP (in accordance with format requirements identified in RFO)
- Option 3 via TMSS

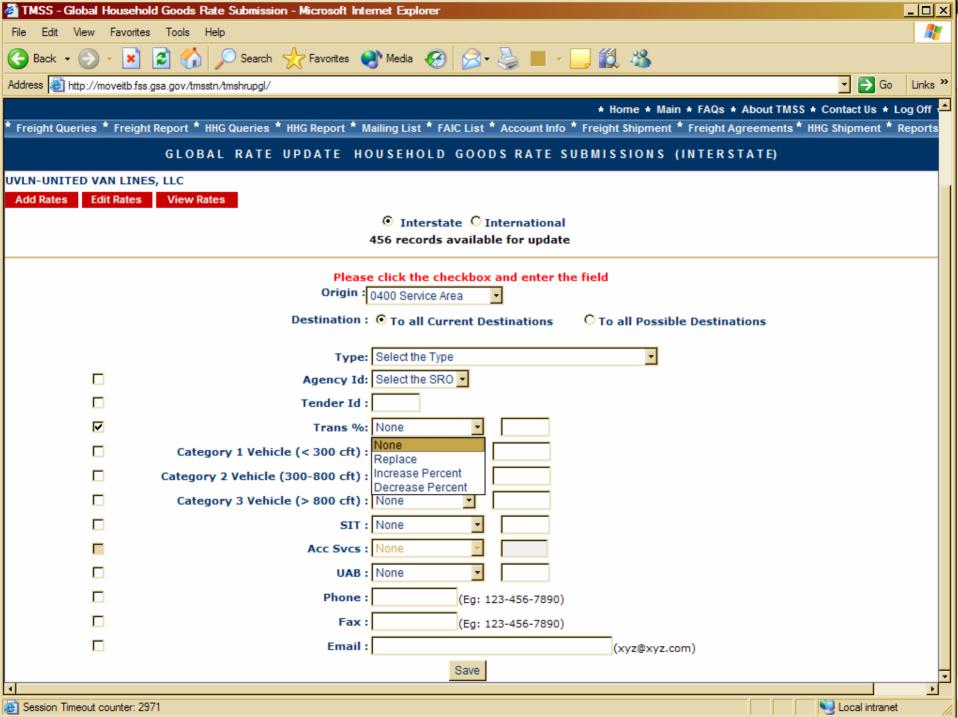


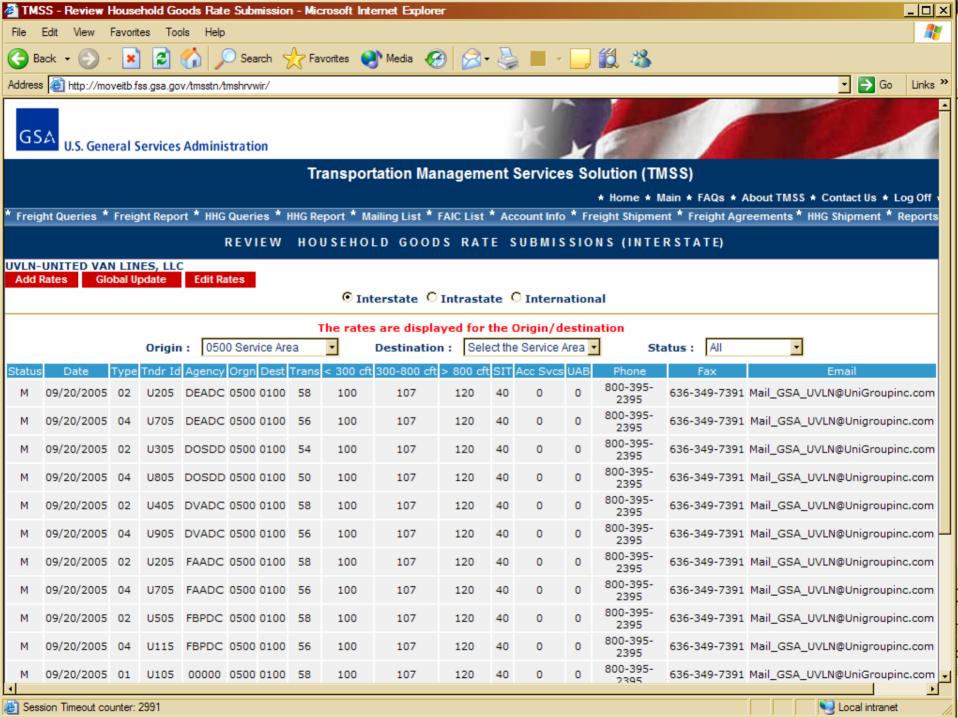


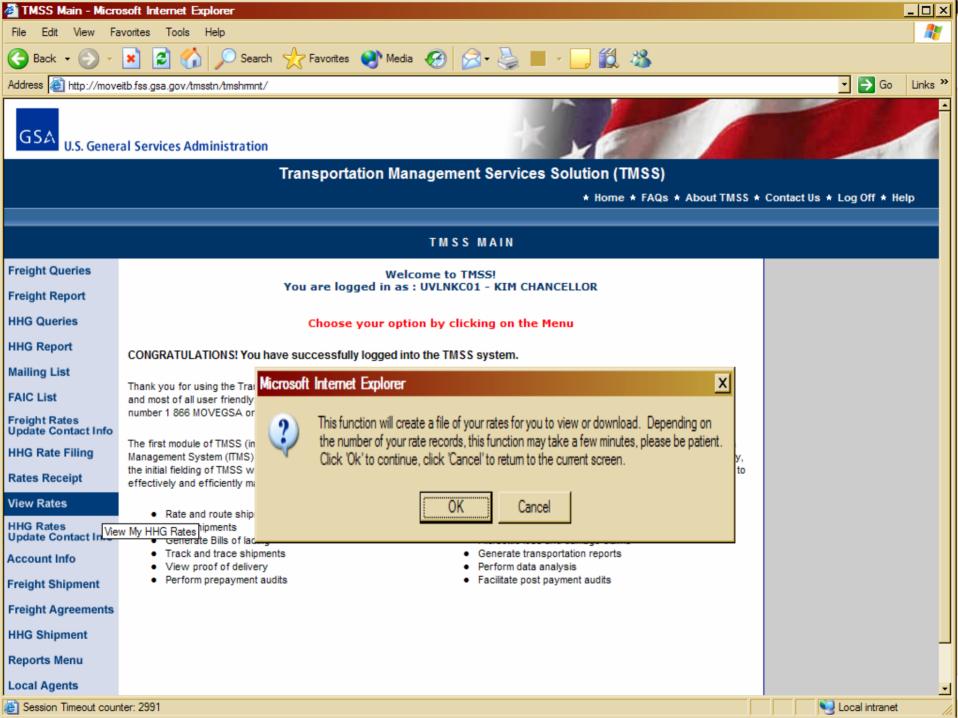


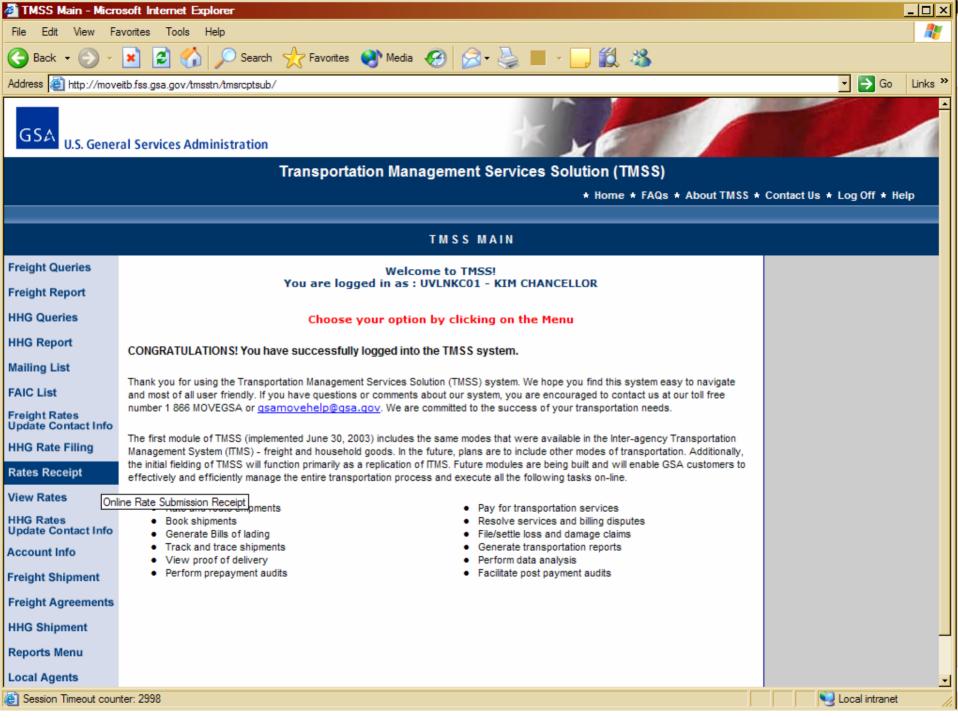








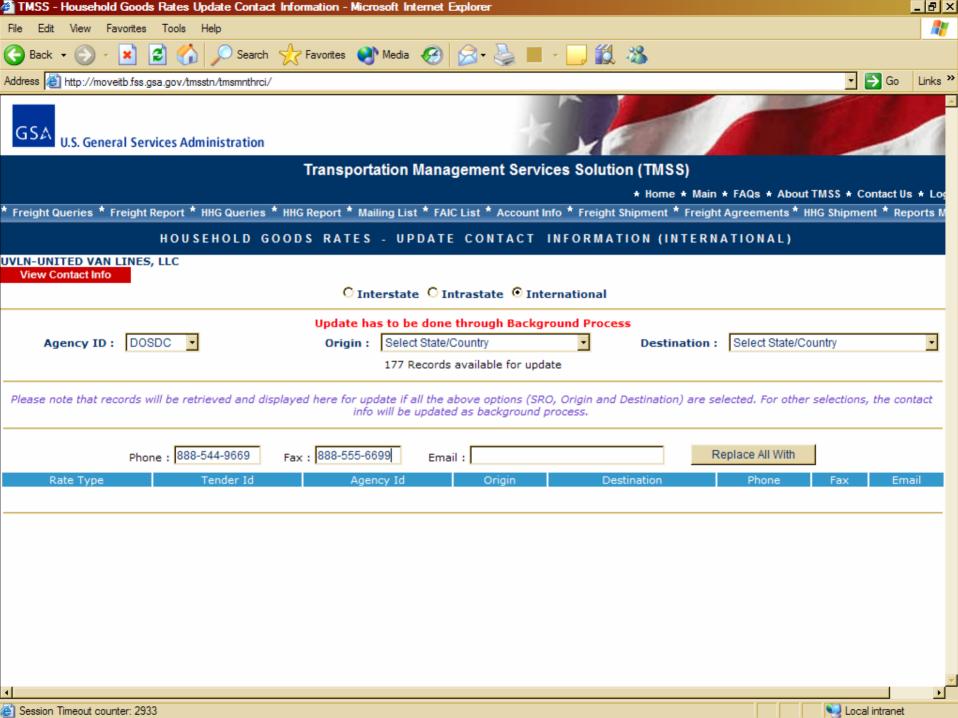


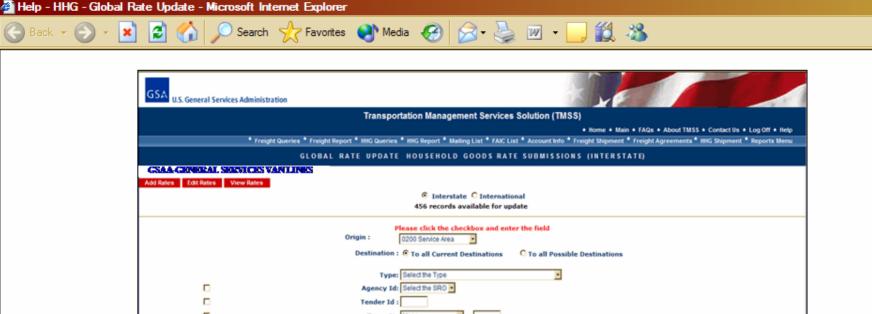


Continuation of Existing Rates

REMINDER:

If submitting rates via TMSS during an initial rate filing window (opens approx. August) to become effective November 1, the rate offer must have at least one character change per tender.





Increase Percent

Acc Svcs : None UAB : None

Fax:

Email:

_ B ×

Use this screen to globally update multiple records at one time.

Category 1 Vehicle (< 300 cft)

Category 2 Vehicle (300-800 cft) : Incre Decre Category 3 Vehicle (> 800 cft) : None

To Use the Global Rate Update Option:

Based upon the rates you intend to update, select either the Interstate or International radio button (cannot update Intra state rates on this screen). To update current rate files on a global basis, you must select the appropriate origin from the drop down box labeled Origin. Once the screen refreshes, the number of records available for update will appear in bold text above your selection. Note: The system defaults to the "To all Current Destinations". Next select one of the radio buttons labeled "To all Current Destinations" or "To all Possible Destinations".

(Eq: 123-456-7890)

Save

(xvz@xvz.com)

"To all Current Destinations" means all the selected updates (identified by a check mark in the data field box to the left of the screen) will affect all the current rates in TMSS from the selected origin. Once the box is checked, that data field is active. Click the box again to deactivate the data field.

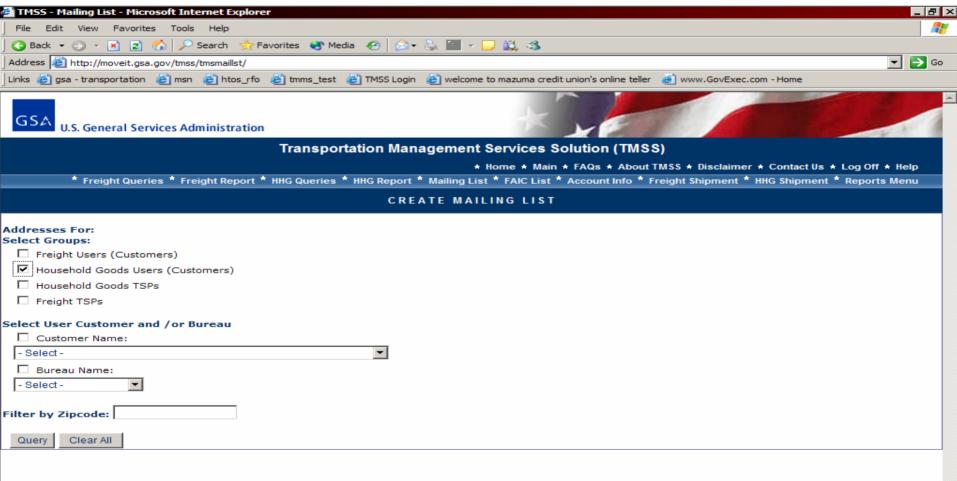
NEXT . . .

- TMSS Mailing List
- Shipment/Claim Report Submission
- GSA Form 3080
- Customer Satisfaction Index Calculations
- Scope Adjustments
- Value Index Scores



Session Timeout counter: 10785

TMSS MAILING LIST

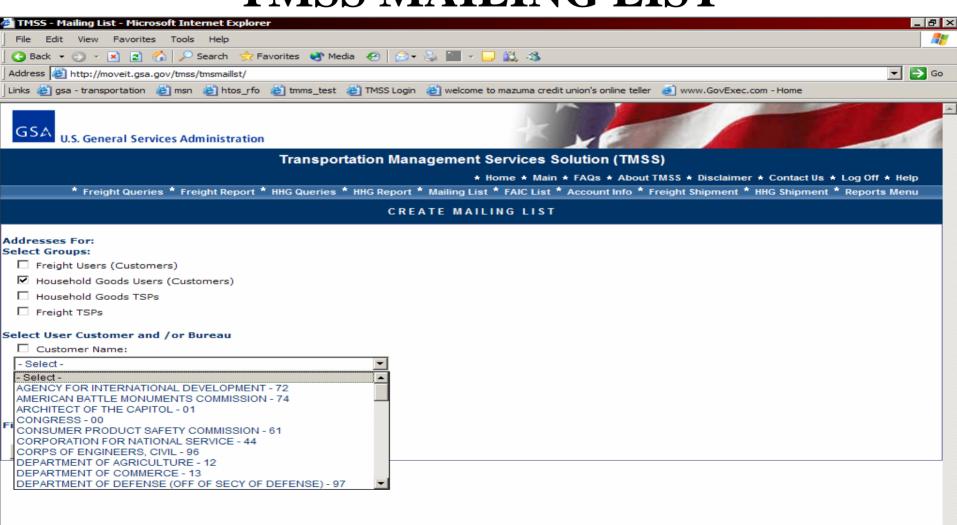


Local intranet



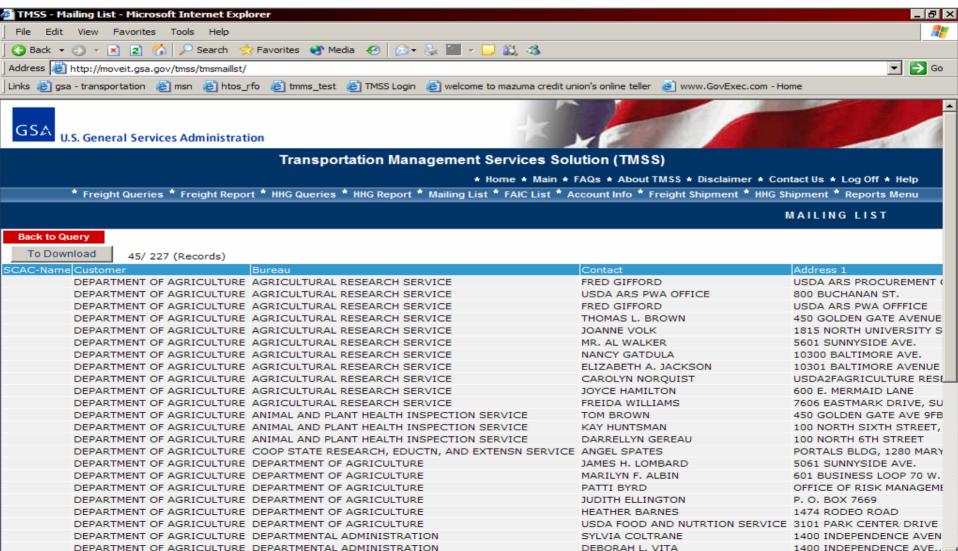
Session Timeout counter: 10598

TMSS MAILING LIST



Local intranet

TMSS MAILING LIST



SHIPMENT AND CLAIM REPORTS

- > Due 60 days after the end of each calendar quarter
- > Report of shipments billed during the calendar quarter
- > Report of claims settled during the calendar quarter
- > Negative reports are required
- > POV and UAB shipments require separate records
- > Electronic submission required

http://www.gsa.gov/hhgtos

GSA FORM 3080 Household Goods Carrier Evaluation Report

Relocating Employee's Response

- > Quality of packing
- Delivery of items with damage
- > Courtesy of workers
- > Delivery within timeframe
- > Communication of services
- Responsive in resolving problems
- Overall quality of service

GBL Issuing Officer's Response

- Courteous help for tracing
- > Informed of changes in move
- > Flexibility
- > Overall quality of service

CUSTOMER SATISFACTION INDEX "CSI"

- ➤ Between 95.00 105.00: Average quality performance
- ➤ Above 105.00: Better than average quality performance
- ➤ Below 95.00: Below average quality performance



Scores for each element are totaled and divided by the number of 3080s received to create an average score for each element

| Services | Problems | Overall | |
|----------|----------|---------|--|
| 70 | 68 | 73 | |
| 4.3750 | 4.2500 | 4.5625 | |

- ➤ Each average score is then taken against an 18 point weight scale, which results in weighted averages for each element
- > Employee responses 1- 6 have a weighted average of 1
- ➤ Employee response number 7, "Overall Satisfaction" has a weighted average of 8
- ➤ RTO responses 1 3 have a weighted average of .5 RTO response number 4, "Overall Satisfaction" has a weighted average of 2.5

| | | Overall | | | Overall |
|-----------|---------|---------|--------|--------|---------|
| 68 | 71 | 71 | 63 | 69 | 67 |
| 4.2500 | 4.4375 | 4.4375 | 3.9375 | 4.3125 | 4.1875 |
| 4.2500 | 4.4375 | 35.5000 | 1.9688 | 2.1563 | 10.4688 |
| Raw Score | 78.4375 | | | | |
| | | | | | |

- ➤ A program average is created by completing the same process for all GSA Forms 3080 received
- ➤ Each carrier's raw score is divided by the program average and multiplied by 100 to establish the CSI

Carrier raw score = 78.4375

Program average = 79.7601

78.4375/79.7601*100 = 98.3418

Carrier CSI = 98.34

If a CSI is above 105.00, the participant has the opportunity to increase it's scope of operations.

Example:

CSI is 107.53

107.53 is 7.53 points over 100. Participant may increase it's scope of operations by 7.53%. Participant has 238 service area pairs.

 $238 \times 7.53\% = 17.92$

Participant may add 18 service area pairs to it's scope of operations.

If a CSI is below 95.00 the participant must decrease it's scope of operations.

Example:

CSI is 88.03

88.03 is 11.97 points below 100. Participant must decrease it's scope of operations by 11.97%. Participant has 238 service area pairs.

 $238 \times 11.97\% = 28.48$

Participant must remove 29 service area pairs from it's scope of operations.



VALUE INDEX

The value index ranks each transportation service provider by best value by using 70% of the CSI and 30% of the total cost. This is done on a route by route basis and each additional element (POV, UAB) can and will have an affect on the index.

| Company Name | Telephone | Tender | C.S.I | V.I. | Surface | |
|--------------------------------|--------------|--------|--------|----------|---------|------------|
| Company Name | | | | | % | Charge |
| GLOBAL VAN LINES INC | 800-874-9340 | G071 | 108.72 | 107.6880 | 41% | \$5,386.07 |
| JOHNSON STORAGE AND | 303-690-7865 | JS03 | 107.67 | 106.9530 | 41% | \$5,386.07 |
| ACME MOVING & STORAGE | 800-241-5256 | AC04 | 109.75 | 106.8074 | 44% | \$5,780.18 |
| A. ARNOLD WORLD CLASS RELOCATI | 800-328-9466 | A041 | 106.48 | 106.5658 | 40% | \$5,254.71 |
| SOUTH HILLS MOVERS, INC. | 800-242-1556 | 1T05 | 108.15 | 105.5054 | 45% | \$5,911.55 |
| PAUL ARPIN VAN LINES, INC. | 800-255-3128 | PA60 | 106.97 | 105.1253 | 44% | \$5,780.18 |
| ALLIEDVANLINES | 800-382-9645 | 9617 | 105.01 | 104.6451 | 42% | \$5,517.44 |
| NORTH AMERICAN VAN LINES | 877-662-6472 | T071 | 104.22 | 104.5380 | 41% | \$5,386.07 |
| | | | | | | |

Other Opportunities

Transportation, Delivery, & Relocation Solutions, Schedule 48

- Employee Relocation Services SIN 653-1
 - Destination area services;
 - Home marketing assistance;
 - Home sales services;
 - Household goods move management services;
 - Mortgage counseling; and
 - Relocation management.



- Entitlement & Pre-move Counseling
- Carrier Selection
- Bill of Lading Preparation
- Shipment Booking
- Auditing
- Claims Assistance
- On-Site Quality Control



Other Opportunities

- Office Relocation Services SIN 653-8
 - Pre-move Planning
 - Relocation Plan Designing
 - Providing Packaging Materials
 - Packing/Crating
 - Loading/Unloading, Delivery & Setup
- Contact: Lisa Romano Lisa.Romano@gsa.gov



How To Reach Us



- Property & Traffic Management Division
- 1500 East Bannister Road, Bldg. 6
- Kansas City, MO 64131
- (816) 823-3646 Office
- WWW.GSA.GOV/Transportation



QUESTIONS ??